

Inside & Out

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COMPAQ NEWS

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Most powerful Compaq laptop and high-performance desktop personal computer introduced worldwide

A powerful laptop product and a high performance 386SX desktop were introduced June 18—the COMPAQ SLT 386s/20 and the COMPAQ DESKPRO 386s/20.

The new laptop

The COMPAQ SLT 386s/20 is the first 20-MHz Intel 386SX with a cached memory design in a laptop form factor. With an overall system design optimized to

deliver the power and speed advanced productivity users require, the COMPAQ SLT 386s/20 processes information up to 50 percent faster than 16-MHz 386SX-based systems, such as the desktop IBM

PS/2 Model 55, and nearly twice as fast as 12-MHz 286-based systems.

Similar in design to the COMPAQ SLT/286, the battery-powered COMPAQ SLT 386s/20 weighs 14 pounds (6.3 kg), measures about 4 inches (10.54 cm) high by 13 1/2 (34.29 cm) inches wide by 8 1/2 inches (21.59 cm) deep. It provides for more than three hours of battery life.

“With the introduction of the COMPAQ SLT 386s/20, Compaq reaches a new milestone in laptop computing,” said Michael S. Swavely, President, North America, Compaq. “The new laptop delivers high-performance 386SX personal computing power in an easy-to-carry, lightweight package for financial analysts, consultants, software developers and other professionals who travel.”

Models and features

The new laptop is available in two models: Model 120, which includes a 120-megabyte fixed disk drive; and Model 60, which includes a 60-megabyte fixed disk drive. Both come standard with a 3 1/2-inch 1.44 megabyte diskette drive, two megabytes of system memory and a one-year limited warranty.

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Providing more than three hours of battery life, the COMPAQ SLT 386s/20 weighs 14 pounds, measures about 4 inches high by 13 1/2 inches wide by 8 1/2 inches deep.

May marks major milestone

As the company has grown, major milestones have gotten further apart. So, when it became apparent that Compaq would surge past the 10,000 mark during May, members of Human Resources Information Services (HRIS) and Treasury (which administers the company's stock options program), alerted their counterparts worldwide to watch out for the 10,000th employee.

More than 300 people started work as permanent full-time Compaq employees in May. Of that total, almost 100 joined the company in the U.S. and nearly 150 started work in the Yishun,

Singapore, manufacturing facility that opened in April. Also during May, the company added employees to open a subsidiary in Finland.

As it turned out, the employee whose name appeared on the 10,000th line of the employee listing was a Houstonian, LaJoice Davis, who works as a Technical Trainer in PCB Operations in CCM4. Hired on May 14, Davis had no idea she had made Compaq history.

“I heard Rod Canion mention at the Houston company meeting that he wanted to introduce the 10,000th employee, but I thought he was making a joke,” she says. “I couldn't imagine that it might be me.”

Like the company's three co-founders, Davis comes to Compaq from Texas Instruments. Also like the founders, she wants to help build on the company's dynamic corporate culture.

“Compaq is extremely different from any other large company I've ever worked for,” she explains. “I've never seen so many happy, dedicated people anywhere else. There's a real commitment to the people here, and it's evident in every phase of the company.”

Davis wants no special acclaim for helping drive Compaq past the 10,000 mark—she's just happy to be here.



LaJoice Davis, the 10,000th Compaq employee, enjoys her new environment.

Underground Tunnel



Construction is progressing on a tunnel 48 inches in diameter being bored under SH 249 at the Louetta corner in Houston. The tunnel will run high voltage cable from the new H&P 138 KV (kilowatts) substation on Compaq Center East.

Company publication going to customers

Once a publication only for Authorized Dealers, the Compaq Compass newsletter is now going to thousands of current Compaq customers in the U.S. and Canada. Additional copies will be distributed in 11 other countries.

The full-color publication still will be mailed to U.S. and Canadian Authorized Dealers. Prepared for the business and professional PC user, the publication

offers useful, productivity-oriented articles intended to build customer loyalty.

Mailed in late June, the first issue includes an introductory note from Rod Canion, information on new products, an article on choosing the appropriate COMPAQ product and a success story in which two companies use COMPAQ SYSTEMPRO to streamline their computing operations.

More awards honor Compaq

Two additional magazines have honored the COMPAQ DESKPRO 386/33 with awards. The personal computer has won a PCResource 1990 Best Value Award in the desktop PC category and a BYTE Readers' VIP (Very Important Product) Award in the Computer System category.

PCResource readers nominated their most "valued" products based on performance, reliability, ease of use, documentation, vendor support and price. Compaq was one of three hardware manufacturers honored in the desktop

category. Advanced Logic Research Inc. and Gateway 2000 products were also honored.

The COMPAQ product was spotlighted in the June issue of PCResource.

BYTE readers chose the COMPAQ DESKPRO 386/33 as the most outstanding product for day-to-day business and personal computer use.

The award was presented during a breakfast ceremony at COMDEX/Spring last month in Atlanta, Ga. The PC is spotlighted in the July issue of the magazine.

Compaq keeps Pink Floyd's show on the road

Rock and roll legends can't rely on past success—they must transcend themselves with each new album, each concert tour. So when members of the legendary rock group Pink Floyd con-

ceived their most recent world tour, they knew it had to be the most technologically sophisticated and exciting show they had ever staged.

Robbie Williams, Pink Floyd's

production manager for their recent world tour, had an additional challenge. He had to make sure that this rock and roll spectacular could survive life on the road.

The physical elements of a rock and roll concert are crucial to the tour's success. Elaborate stage sets and light shows must not only be breathtaking—they must be "tourable." A production manager makes sure everything arrives at the concert site on time in working order, gets through the doors, fits into allotted space, is assembled correctly, tested and works throughout the concert, then is taken down, packed properly and arrives at the next venue on time. In addition, the production manager handles all necessary paperwork, research and back-up.

Computer technology plays an integral role in the organization, design and staging of such a concert tour. Much of the lighting effects in a rock concert—including the laser light show—are computer-controlled and the 120-channel sound mixing desk is computer assisted. In planning concerts ranging from 60,000-seat sports stadium shows to free open-air events for 150,000, Williams relied on a COMPAQ DESKPRO 386 personal computer, a COMPAQ PORTABLE III and Autodesk's AutoCAD software.

Williams used his COMPAQ portable computer to access his electronic mailbox while on the road, as well as for word processing, budgeting and accounting on spreadsheets. AutoCAD was used on the desktop PC to adapt stage plans, sound and lighting elements to each concert location.

Pink Floyd's two-year world tour required 16 trucks to move sophisticated sound and lighting equipment from city to city. AutoCAD helped Williams experiment with different methods of packing the various sensitive pieces of lighting and sound equipment—ensuring that everything would fit on board a Boeing 747 jet or a 40-ton truck.

The COMPAQ PORTABLE III personal computer accompanied Pink Floyd and Williams on tour from July 1987 through mid-1989, performing without missing a beat. Not every rock and roll performer can make such a claim. Since the tour ended, Williams has replaced his COMPAQ DESKPRO 386 with a COMPAQ DESKPRO 386/20e. Such an upgrade may enable him to produce a rock and roll show anywhere—even the "Dark Side of the Moon."



Few people attending a Pink Floyd concert realize that the expensive and flashy lighting and sound effects are designed by computer—a COMPAQ personal computer. (Photo provided by EMI Records)

Sunny outlook for solar-vehicle race project assisted by Compaq

Both the power source and the weather forecast were sunny for Walt Disney World's Epcot Center in Florida July 9, when an estimated 30 North American teams started an 1,800-mile solar-vehicle race. The event, called GM Sunrayce 1990, will end July 19 in Warren, Mich.

A COMPAQ PORTABLE 386 has helped bring one car, "The Pride of Maryland," to the starting line.

"We've used the computer for many things," says Rob Piacesi, a project co-leader and recent University of Maryland graduate in mechanical engineering.

"One of my responsibilities is the chassis. The COMPAQ computer has helped us do a real-time optimization model to determine proper speeds for the vehicle. The computer has been very valuable in our preparation."

Choosing proper speed for the vehicle is critical, given the event's high stakes. The first three finishers in GM Sunrayce 1990 will win trips to the November World Solar Challenge in Australia.

Before then, each race team will put finishing touches on its vehicle. The University of Maryland racer was prepared by 50 volunteers from aerospace, electrical and mechanical engineering disciplines. The pace and interest level have been so high that Piacesi says he has postponed accepting an engineering job until after either this race or the Australian event.

The Maryland racer is within the required 6 meters (18.8 feet) long, by 2 meters (6.6 feet) wide by 1 meter (3.3 feet) high. It weighs only 157.5 kg (350 pounds) without the driver.

Power can be stored in a solar array of 65 rechargeable silver-zinc batteries. Although the transmission is so-called single-speed, gear ratios can be quickly changed for varying terrain.

The chassis is aluminum, as are suspension pieces. The lightweight theme extends to the windshield, where plastic is substituted for glass.



With Compaq as one of its sponsors, "The Pride of Maryland" is on its way from Florida to Michigan in a cross-country race for solar-powered vehicles. Here, tests are conducted on a Pride of Maryland model.

The Pride of Maryland rides on 20-inch bicycle wheels that have treadless bicycle tires.

Widespread support from many companies has helped offset the Maryland project's estimated \$330,000 cost. Seed money included \$2,000 for each racing group from the Department of Energy.

Despite the vehicle's expense and the generosity of corporate support, there was no intent to produce something that went as fast as a traditional racing car. The Pride of Maryland's top speed—using both pure solar power and batteries at maximum draw on level ground—is 110 mph. Racers must not use their batteries in competition, limit-

ing top speed to about 43 mph.

Range varies, but is about 150 miles at 30 mph. As with other highway travel, terrain will impact range. Florida-to-Michigan route plans were made to eliminate as many unlevel roads as possible. The itinerary's only Interstate Highway portion—through a stretch of Kentucky—was scratched because of hilly driving.

"We'll be going 35 to 40 mph," Piacesi says. "Two vehicles will accompany each racer, and I'll be in one of our two."

The Maryland team and its rivals began their project after General Motors issued invitations in December, 1988. Work emphasis has been on aerodynamics, since most solar vehicles generate

only 1,000 to 1,500 watts of useful electrical energy. That's about two horsepower, compared with more than 500 hp for a standard race car.

Safety also has been an important part of plans. A five-point safety belt is required for each driver. Cockpits must contain a full-belly pan to isolate driver from road. And drivers must be able to get out of a vehicle unassisted within 15 seconds.

After starting at Epcot Center, racers will rest during the next ten nights through July 18 in Floral City, Fla.; Tallahassee, Fla.; Montgomery, Ala.; Haleyville, Ala.; Spring Hill, Tenn.; Bowling Green, Ky.; Louisville, Ky.; Indianapolis, Ind.; Greenville, Ohio and Mason, Mich.

Most powerful laptop introduced

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Other standard features include: 4-Kbyte four-way set associative cache; socket for 20-MHz 387SX coprocessor; two megabytes of enhanced page system memory expandable to 14 megabytes; Laptop Enhanced Keyboard with External Numeric Keypad interface; COMPAQ VGA Backlit Display; Parallel and Serial interfaces; Interfaces for External VGA Monitor, Enhanced Keyboard, External Storage Module and Desktop Expansion Base; Enhanced NiCad Battery Pack, AC adapter; Disk CACHE; and COMPAQ Expanded Memory Manager (CEMM).

Customers can also take advantage of the new Enhanced 2400-Baud Internal Modem. The optional modem supports the V.42bis and MNP Level 5 protocols providing new levels of data compression and error control for fast, reliable data transfers. Many other options are also available.

"This is an exciting new generation of our original laptop that strengthens the company's leadership position in the

portable and laptop computer marketplace," Swavely said.

The new desktop

The new COMPAQ DESKPRO 386s/20 features the 20-MHz version of the Intel 386SX microprocessor combined with a highly efficient cache memory design. It offers an exceptional combination of performance, features and expandability.

Designed for a wide variety of business environments, the new desktop sets a performance standard for 386SX-based desktop PCs, delivering up to 50 percent faster system performance than non-cached 16-MHz 386SX products, such as the IBM PS/2 Model 55. The COMPAQ DESKPRO 386s/20 is ideal for a broad range of applications such as spreadsheets, desktop publishing, database management, word processing and electronic mail.

"The worldwide market for 386SX-based PCs is one of the highest growth segments in the PC marketplace," Swavely said. "With the recent introduc-

tion of the COMPAQ DESKPRO 386N combining full PC capabilities with specific network features, the continued success of the original COMPAQ DESKPRO 386s and now the introduction of a high performance product for this segment, Compaq offers the broadest line of 386SX-based desktops in the industry and is well positioned to take full advantage of this market's continued rapid growth."

He added, "Compaq was the first PC manufacturer to deliver systems based on the 386 and 386SX microprocessors. Once again, Compaq is setting the standard by delivering key high performance technology into the hands of mainstream business PC users."

Features and flexibility

The COMPAQ DESKPRO 386s/20 is offered in three models: Model 120, featuring a 120-megabyte fixed disk drive and standard features; Model 60, with a 60-megabyte fixed disk drive and standard features; and Model 1 with

standard features.

Standard features include: 20-MHz 386SX microprocessor; 4-Kbyte, four-way set associative cache; socket for 20-MHz 387SX coprocessor; two megabytes of enhanced page system memory, expandable to 16 megabytes on the system board; four full-sized 8-/16-bit industry standard expansion slots; five internal mass storage device positions; 3 1/2-inch 1.44 megabyte diskette drive; Integrated Video Graphics System with 132-column text support; VGA pass-through connector on the system board; parallel, serial and pointing device (mouse) interfaces; Enhanced Keyboard; Disk CACHE; COMPAQ Expanded Memory Manager (CEMM); security features; and a one-year limited warranty. Many options are available.

"The COMPAQ DESKPRO 386s/20 is an ideal long-term business investment as it offers users high performance, 386 capabilities, and Compaq quality and reliability," Swavely said.

Wildlife, vegetation abound on CCE

Compaq Center East, formerly known as the Marshall Tract, is 767 acres of beautiful, undeveloped land in Houston. The company is committed to keeping it as beautiful and natural as possible as development progresses.

Construction of manufacturing facilities is scheduled to start in late 1990 or early 1991. Meanwhile, the company has commissioned various studies to help Compaq evaluate the best ways to ensure that the abundance of wildlife and vegetation remain as undisturbed as possible when that construction starts.

Development goals are similar to those set when Compaq developed its

existing main campus, across the street from CCE. They are: develop a beautiful employee-oriented site; maintain the natural qualities of the land, trees and lake; create a site that is representative of a world class corporation; maximize positive impact on existing area development; adopt a meaningful "good neighbor" policy and create a harmonious co-existence between the future site and existing site.

The recreation site, located around the lake on the southern edge of the property, will remain virtually untouched by development. Also, areas in the 100-year flood plain, including the northern

Wildlife Types

All types of fish	Louisiana Heron	Raccoon
Armadillo	Mocking Bird	Red Tailed Hawk
Bobcat	Mourning Dove	Red Wing Blackbird
Box Turtle	Nutria	Skink
Cardinal	(large beaver-like animal with rat-like tail)	Skunk
Common Egret	Opossum	Snapping Turtle
Copperhead Snake	Pond Turtle	Water Moccasin
Coyote	Rabbit	White Crown Sparrow
Fox Squirrel		Whitetail Deer

portion of the property, will also remain untouched.

The first buildings planned for the site are CCM9 and 10. Additional manufacturing and administration buildings will be constructed as needed.

The buildings will be positioned to minimize tree clearing. Also, the Park River Drive (soon to be named Compaq Center Drive) extension through the property will wind through the trees, leaving as many trees standing as possible.

The goal is to build a park-like atmosphere where the company, vegetation and wildlife can co-exist. The site has abundant wildlife ranging from skinks (a type of lizard) and turtles to deer and coyotes. Vegetation ranges from various types of oak and American beech

to apple and pecan trees.

According to a study of the property by a consulting firm, the most important wildlife on the site is the whitetail deer.

"If the whitetail deer survives man's infringement," the report reads, "then all else will survive and we have succeeded in creating harmony between man and the environment."

As many as 50 does and 15 bucks have been spotted on the site.

A wildlife corridor, which will allow animals to move throughout the property, will remain along Pillot Gully, which curves through the property, mainly parallel to SH249.

According to the completed study, "Wildlife's greatest threat is not from controlled growth, but from the uncontrolled use and abuse of the environment."

Vegetation Types

Abelia	Dogwood	Post Oak
American Beech	Durand Oak	Red Bud
Apple	Dwarf Palmetto	Red Oak
Bermuda Grass	Giant Turk's Cap	Slash Pine
Blackberry	Hackberry	Southern Magnolia
Blackjack Vine	Honeysuckle	Spanish Moss
Black Willow	May Apple	St. Augustine
Cattails	Morning Glory	Sweet Gum
Cemetery Grass	Mustang Grape	Sycamore
Chinese Tallow	Native Yaupon	Tung Oil
Crape Myrtle	Pecan	Virginia Creeper
Deciduous Holly	Plains Coreopsis	Water Oak
Dewberry		

Environmental tips

The following is a list of tips from the book, "The Greenhouse Crisis: 101 Ways to Save the Earth" to use at home to help conserve our environmental resources.

1) **Install storm windows.** Storm windows create a space of dead air through which air drafts must pass. This "pocket" acts as an effective insulator. Adding storm windows offers many benefits — such as increased comfort, and reduced condensation, maintenance, noise and heating bills.

2) **Don't buy motorized or electric tools or appliances when hand-operated ones will do the job.** Just because the work will be easier for you doesn't mean it's energy-efficient. In fact, it's likely that the more automated the tool, the more energy it will use.

3) **Repair all leaks and drips as soon as they occur.** Fixtures that leak or drip cause substantial

water loss. A moderate drip from a leaky faucet wastes two gallons of water or more per hour.

4) **Snip six-pack rings.** Six-pack holders are virtually invisible under water. A gull or tern can catch a loop around the neck while fishing then snag another on a stationary object, causing the bird to drown. Pelicans often catch these rings around their beaks, which causes them to starve. Young seals and sea lions get the rings caught around their necks, causing them to suffocate as they grow larger. Snip each ring before throwing the holders away.

5) **Use a low-phosphate or phosphate-free laundry detergent.** Over half the phosphates — chemical compounds containing phosphorous — in our lakes and streams come from detergents. Read detergent labels. Liquid detergents are generally phosphate-free.



The CCE recreation site is situated on a lake on the southern edge of the property



Various types of vegetation can be found on CCE.

AMP becomes Compaq supplier success story

Total Quality Commitment (TQC) teams continue to score successes within Compaq, propelling the company toward its goal of being a World Class Corporation

But internal TQC teams are not the whole story. Compaq purchases many parts to manufacture our products. To maintain our reputation for quality every part in each COMPAQ product must meet our quality standards. The recent Worldwide Suppliers Conference acquainted about 750 representatives of more than 400 Compaq vendors with our quality vision, and challenged them to institute Total Quality Commitment in their companies. But some suppliers, with Compaq assistance, have already launched TQC programs. Here's one example.

Compaq was striving to help AMP meet quality standards. AMP is a \$3 billion firm that produces the majority of the connectors used in COMPAQ products. Connectors do just that—they connect such things as PC boards to cables, peripherals and other boards. AMP, based in Harrisburg, Penn., has 12 factories around the world and eight in the U.S. that manufacture connectors for Compaq, its third largest customer.

AMP has recently been consolidating and automating its factories. In the process, some product inconsistency developed, and Compaq was rejecting many of the parts AMP supplied.

"Compaq had advised us, through a customer survey, that we had several major areas needing improvement," says David Neidig, Product Assurance Manager at AMP. So Harold Davis, Plant Manager of the AMP facility in Loganville, Penn., invited George Caufield and Grover Thurman, both of Supplier Quality Engineering, to help communicate Compaq requirements to management and employees.

As part of the Materials Group, Supplier Quality Engineering (SQE) manages quality issues relating to products and suppliers. It also developed the World Class Supplier Process (WCSP) to help

bring all Compaq suppliers to World Class status.

At AMP headquarters, Compaq requirements were translated into AMP specifications for each factory. The SQE team and AMP then decided to introduce the World Class Supplier Process one factory at a time.

The first effort took place in the AMP Loganville factory, which ships about 10 to 20 percent of its output to Compaq.

"We met with all six shifts at the Loganville facility to discuss Compaq requirements," explains Davis. The Compaq AMP team reviewed connector specifications and identified critical Compaq parameters. The team then surveyed AMP's manufacturing process with employees and helped them develop a process management plan which ties process controls at the factory to each parameter.

"George put on a presentation, showed a film about Compaq, demonstrated how AMP connectors worked in COMPAQ computers, and handed out quality buttons," notes Davis. "Once everyone understood that their contributions were critical to COMPAQ products, and that Compaq was willing to enter a partnership relationship with AMP to promote quality, they were very excited about it."

The result has been a grass-roots quality effort that has overtaken the Loganville AMP facility and is spreading rapidly to AMP facilities throughout the country. With Compaq input, Loganville plant employees have designed a customer-driven process that will meet Compaq needs.

AMP employees are enthusiastic about the new programs. According to Davis, an AMP employee and his wife are so interested in Compaq, they're planning to motorcycle to Houston during vacation this summer for a plant tour.

AMP managers couldn't be more pleased with the results. And, according to Caufield, Compaq has not rejected a part produced by the Loganville facility in two months.

Worldwide Quality



At the Worldwide Supplier Conference held at Houston's Westin Galleria on May 23, more than 750 people representing about 400 vendors gathered to discuss Total Quality Commitment and its importance in working with Compaq. Many of them took the opportunity to learn how the various parts of a COMPAQ PC function together for successful product performance.

Compaq authorizes dealers in Mexico

The company now has six Authorized Dealers in Mexico, making COMPAQ products available in that country as well as five South American countries.

"Due to increased demand for COMPAQ products throughout Latin America, we saw the need to have fully trained Authorized COMPAQ Computer

Dealers in Mexico in addition to the five countries in South America," said Tom Howard, Director, International Market Development.

Compaq began sales operations in Latin America in 1989 by authorizing dealers in Chile, Colombia and Venezuela. Thus far in 1990, dealers have been authorized in Argentina and Trinidad.

Eastern European expansion begins

Compaq recently announced plans to address major opportunities for PC sales in Eastern Europe.

Sales and marketing for the region will be directed by Zelimir Ilic, who has been appointed to the new position of Managing Director, East Europe.

Ilic, a Yugoslav national and Compaq employee since 1984, helped establish eight Compaq subsidiaries in Western Europe. He recently announced the authorization of four dealers and the availability of the complete line of COMPAQ personal computers in Yugoslavia.

Responsibility for the emerging East German market will be combined with the West German sales territory under

Andreas Barth, Managing Director, Central Europe. A new sales office, which opens in July in West Berlin, initially will serve the East German market through 12 Authorized COMPAQ Computer Dealers.

According to Eckhard Pfeiffer, President of Compaq Europe and International, the recent decision by the Coordinating Committee on Multilateral Export Controls (COCOM) removing 32-bit personal computers from the embargo list was "the confirmation Compaq had been waiting for."

"That decision was the key factor, so far as the PC industry is concerned," said Pfeiffer. Companies such as Compaq that are seeing a rising proportion of their sales made up of high-end PCs based

around Intel's 386 chip, can now offer a broad product range with appropriate support channels.

"The company's strategy in first addressing East Germany and Yugoslavia was dictated by currency convertibility considerations," Pfeiffer added. "The next level of market priority for Compaq in Eastern Europe will include Czechoslovakia, Hungary, Poland and the Soviet Union."

The opening of the East German and Yugoslav markets for COMPAQ products is part of a continuing international expansion program. During 1989 and 1990, Compaq opened wholly owned subsidiaries in Norway, Denmark, Austria and

Finland, for a total of 17 international subsidiaries.

Compaq also entered the South American market last year by authorizing dealers in Chile, Colombia and Venezuela. Dealers in Argentina, Trinidad and Mexico were authorized earlier this year.

Compaq, which has been growing in Western Europe at approximately three times the current growth rate of the PC industry across Europe, sees sizeable growth potential in Eastern Europe. The company estimates that there are approximately 1 to 2 million personal computers installed in Eastern Europe, compared to an installed base of 50 million business personal computers in nations in the West.

Employee associations grow

Compaq employment reached 10,000 in May, with approximately 7,000 people located in Houston. The Houston Association of Compaq Employees (ACE) is expanding rapidly to keep up with this astounding growth. The employee associations in Scotland (ACES), Great Britain (ACE) and Singapore (Recreation Committee) are also growing along with their employee populations.

From stars to scuba

Since January, the number of ACE-sponsored clubs in Houston has jumped from 16 to 25. Employees can now join clubs focusing on just about anything — from astrology to scuba diving.

ACE sporting clubs encompass just about all sports — including teams and individual fitness.

The number of ACE-sponsored clubs in Houston has jumped from 16 to 25.

Orders from the new ACE catalogue of Compaq items average 10 to 15 per day. ACE provides the catalogue as a service to employees, and does not profit from any items ordered.

Besides adding new clubs and teams, the organization has taken on responsibilities in other areas. ACE will now handle the Holiday Program and bookings for the new Compaq Recreation Site. As always, ACE continues to plan the annual Houston company outing.

According to Debbie Oenning, ACE Employee Service Representative, employee participation rate in ACE-sponsored activities is well over 2,000 employees.

"It's really terrific that we are reaching so many employees," she says.

International growth

The Great Britain version of ACE offers many unique clubs to employees. These include go-karting, parachuting, sailing and theater. Other club activities are fitness, comedy, golf, skiing, squash,

badminton, horseback riding and rugby.

United Kingdom employees are encouraged to call an ACE representative or bmail ACE with ideas for new clubs. Activities under consideration include clay pigeon shooting, hang gliding, five-a-side football and volleyball.

Orders from the new ACE catalogue of Compaq items average 10 to 15 per day.

The UK ACE is planning a day of activities for employees that will revolve around water sports. Water skiing, jet skiing, water rides, canoeing and windsurfing will be offered. Also planned for the day of games are various competitions including football, bicycle polo and volleyball. The event will be held this month.

"We've tried to extend the activities covered during last year's event and introduce a limited amount of competition to the proceedings without regimenting it too much," says Ronnie Brock, ACE Representative.

Reaching out

Houston's ACE started a new program in January that will extend the reach of this employee association outside the company. The Community Outreach Program was formed to offer employees an organized way to participate in community charitable efforts.

"It was becoming such a need," Oenning says. "Employees wanted a way to help the community, and we're here to help in those efforts."

The first major activity of the Community Outreach organization was a home repair project sponsored by the Houston Committee for Private Sector Initiatives. More than 200 Compaq volunteers helped paint and repair six homes of low-income citizens.

"It's really terrific that we are reaching so many employees."

"Since we just started this year and we only have five people on the steering committee, it's been a real learning experience," says Sonia Meline, Systems Analyst and member of the committee.

The committee also lent support to employees who wished to help fight birth defects by walking in the March of Dimes' annual fund-raiser. The fund-raiser, a walk in which participants raise money through pledges, attracted 110 Compaq employees who raised \$14,000 for the charity.

A call for help

"The response from employees has been overwhelming," Oenning says. "We have a lot of growing to do, and can use all the help we can get."

The committee is looking for project suggestions. However, they do not have the resources to lead all efforts. Employees who have specific charities they would like to help or have heard of events that sound interesting should contact the group through the ACE hotline, 374-2414.

Oenning says they should also be prepared to volunteer to lead the effort, with support from ACE.

"We'll give all the support we can. Also, we'll give special T-shirts to anyone who participates in these efforts," she says.

Meline adds that if the committee can't help with a project, they will direct the interested employee to someone who can.

Also, ACE is planning a bulletin board which will be accessed through the Banyan network and will allow Houston employees to check schedules of upcoming charitable activities and events.

Upcoming projects

The next big project will be a clothing and school supply drive scheduled for July 23 through Aug. 10. The Community Outreach organization will work directly with area school districts to make sure items donated by Compaq employees are received by needy school children.

Other scheduled projects include a litter pick-up program, a November food drive and a charitable Christmas program.

Employees can get news of other charitable programs through the Community Outreach Corner in the Actions newsletter.

"We have a lot of growing to do, and can use all the help we can get."

Scotland's helping hands

The Compaq employee association in Scotland also has an active community outreach program.

Scotland employees walked 100 miles in five days in May to raise money for leukemia research. The group raised 1,100 pounds (about \$1,870) for the charity.

Seven employees represented the company during a football tournament to benefit Special Olympics recently. The Compaq team won the tournament, and helped raise enough money to send three handicapped athletes to Special Olympics in July.

Other charitable activities participated in by Compaq Scotland employees include: a parachute jump benefitting cystic fibrosis; a mountain climb benefitting disaster victims; a day of games benefitting Inverclyde Asthmatic Care Group; a bicycle ride benefitting cancer research; the London Marathon benefitting cystic fibrosis; and a football tournament benefitting the country's Cash for Kids charity.

Singapore lends help

The Singapore version of ACE, the Recreation Committee, consists of 12 volunteer employees who represent most departments.

Nineteen Singapore employees helped raise money for the National Kidney Foundation by participating in the charity's swimming marathon this year.

Other activities planned by the Recreation Committee so far this year include a hike, a jogging event and a family outing.

Prepare for a safe vacation

People all over the world greet summer the same way: they start planning vacations. However, while many people spend hours mapping a route or itinerary, they neglect preparation of any sort of safety plan.

"Each year, thousands of people suffer injuries—ranging from minor to life-threatening—on vacation," says Jonathan Myers, Manager of Corporate Safety. To help Compaq employees and their families enjoy their hard-earned time off, Corporate Loss Prevention offers the following tips:

Leaving home

Thieves can often tell when a homeowner is on vacation. To avoid any nasty surprises upon your return, take some precautions before you leave.

- Secure sliding glass doors with metal rods or broom handles to prevent them from being pried open. Install deadbolt locks on other doors.
- Ask a neighbor to pick up mail and newspapers, or stop delivery while you're gone.
- Place a few lights on a timer system.
- Install good exterior lighting.

Auto assurance

Before you hit the road, perform a routine safety check on your car. An acronym to remember is "BELTS":

- B — Brakes
- E — Exhaust system
- L — Lights
- T — Tires
- S — Suspension
- Plan your route: Knowing exactly which roads to take prevents you from making any last-minute turns and can help you stay on schedule.
- Keep your daily mileage realistic, based on your family's needs. Plan frequent rest stops.
- Make overnight arrangements.

After a long day on the road, reservations

ensure you will have a place to rest.

- Don't leave luggage or valuable items visible inside parked cars. Lock all valuables in a hotel safe.
- Inflate the spare tire and be sure it has all repair equipment. Keep your car at least half full of gasoline.
- Keep car doors and windows closed and locked.
- Don't park your car on the street overnight. Use a parking garage and take the keys.

In hotels and motels

When selecting a hotel or motel, look for sprinklers and fire detection devices. Avoid ground floor rooms to reduce the risk of someone entering through a window.

When you reach your room, check the fire exits. Count the number of doors between your room and the exit stairs. Power could go out, or the dense smoke in a fire could make it impossible to see exit signs.

Check for a smoke detector in your room and ensure that it's working properly. Or, to be safe, pack a portable smoke detector and flashlight.

Keep your door locked at all times, even when you are in the room. Don't admit any visitors without identification.

Traveling abroad

If you plan any travel to a foreign country, learn something about where you will be going. Take appropriate clothing and supplies for the weather.

If you take any regular medication, make sure you have enough to last throughout your trip. Carry all emergency phone numbers with you.

Good sense

Nobody expects a catastrophe. Accidents can—and do—happen. But using good sense while you're away from home will improve your chances for returning to work relaxed and refreshed.



Compaq Holland—From wooden shoes to CPUs

In March of 1987, Ton Pannekoek, Managing Director, and Martin Lentink, Marketing Manager of the one-month-old Compaq Computer B.V., rented an office to launch the Compaq subsidiary in The Netherlands. The two men moved into about 40 square meters of space in a stately government building in The Hague, the country's capital.

From these modest new offices, the two men initiated marketing activities for COMPAQ personal computers on the Dutch market through a network of 10 Authorized Dealers.

Their efforts were so successful, Compaq Computer B.V. soon outgrew the office in The Hague and moved to Gouda, a nearby Dutch city founded in the 13th century and famous for its cheese and wooden shoes.

As a result of its strategic location on the banks of the river IJssel and its close proximity to the three major Dutch cities—Amsterdam, Rotterdam and The Hague—Gouda has long been a flourish-

ing center for all Compaq Holland personnel. With the new warehouse, the company's storage capacity doubled, and its testing facility space tripled. In addition, new offices were added to the building for warehouse personnel.

Plans to expand the subsidiary's office space are in the works, with details to be announced soon.

Putting it all together

With the introduction of the COMPAQ SYSTEMPRO, Compaq Holland discovered that an event organized by Compaq for major accounts offers an effective means of support for Authorized Dealers.

The subsidiary 'Unleashed The Power' for major accounts during a seminar, presentation and demonstration. The event confirmed that the vast majority of prominent third-party hardware and software vendors—including Microsoft, UNIX, AutoCAD and Novell among others—enthusiastically support this revolutionary product.

COMPAQ CAR



What do personal computers and auto racing have in common? Compaq Holland—which sponsored this race car.

Country Profile	
Country:	The Netherlands
Head of State:	Queen Beatrix
Prime Minister:	Ruud Lubbers
Population:	14.9 million
Language spoken:	Dutch
Subsidiary Profile	
Name:	Compaq Computer B.V.
Head Office:	Hanzeweg 14 2803 MC Gouda Holland
Telephone:	011-31-1820-65888
Fax:	011-31-1820-38348
Established:	February 1987
Number of employees:	46
Number of dealers:	60

Representatives of about 250 Dutch major accounts attended the seminar. Although direct effects of such events are usually difficult to measure, COMPAQ SYSTEMPRO sales have exceeded all expectations. Soon after the introduction, a number of important accounts implemented local area networks (LANs) with more than 80 users on the COMPAQ SYSTEMPRO.

On May 21, this busy subsidiary organized another Major Account seminar based on the theme "Putting It All Together." More than 150 representatives of major accounts—invited by both Compaq and its dealers—attended this seminar.

At a breakfast event held the morning of this seminar, the COMPAQ DESKPRO 386N and COMPAQ DESKPRO 286N were announced to Compaq Authorized Dealers. More than 200

managers and salespeople woke up early to attend this announcement event. In the days leading to the event, Compaq Holland employees and third-party vendors constructed an exhibition area to demonstrate different types of networks running applications of the new products.

After the general product introductions, two parallel seminar sessions took place. Third-party vendors as well as end-users elaborated on the possibilities of—and their experiences with—CAD and client/server architectures in LAN environments.

Also at this event, the very first Compaq Holland COMPAQ DESKPRO 286N was personally "marketed" by Managing Director Ton Pannekoek. He raffled off the personal computer in a drawing held at the end of this successful day.

ing trading center. The magnificent historical buildings in the center of the city and such traditional events as the yearly wine and cheese festivals attract visitors from all over the world.

In just three years, Compaq Computer B.V. has grown to become one of the major suppliers of business personal computers in The Netherlands and may reach the No. 2 position in the Dutch market this year.

The growth of the Dutch subsidiary has also required an increasing number of employees. Today, Compaq Computer B.V. employs 46 people who have contributed to the subsidiary's success by developing and maintaining stable relationships with dealers. Since it was established in 1987, the dealer network has grown from 10 to 60 Dutch Authorized Dealers.

Building plans

In September 1989, the opening of a new warehouse prompted a celebration



At the opening of their new warehouse facility in September 1989, Compaq Holland personnel gathered to celebrate the company's increased storage and testing capacity.


Houston outing once again a success!



The 1990 Compaq Houston annual outing was once again a huge success! More than 22,000 employees and family members were treated to a free trip to AstroWorld and WaterWorld amusement parks on two weekends in May. The parks were open only to Compaq guests for one day each weekend and employees chose which day to attend. The weather was perfect for the event and lines at the rides were no problem. According to ACE personnel, who organized the event, response has been very positive.



COMPAQ

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